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Honorable Kevin Martin
Chairman
Federal Communication Commission
445 Twelfth Street, S.W.
Washington, D.C. 20554

Dear Kevin,

Thank you for taking the time yesterday to let us show you HomeZone and IPTV. We believe our customers will be excited about both these services.

Unfortunately, we face arguments by the cable TV industry that IPTV service is a cable service and, therefore, requires that we negotiate some 2,000 separate franchise agreements. As a practical matter, if we have to go down that road, it will be many years before there is a viable competitive alternative to cable.

The Commission has before it a number of proceedings where it can take action now to ensure that the franchise rules do not stand in the way of new video entrants, while at the same time making sure that local governments receive reasonable fees.

We hope you will move these proceedings to front of what is no doubt a long agenda.

Very truly yours,



Proud Sponsor of the U.S. Olympic Team